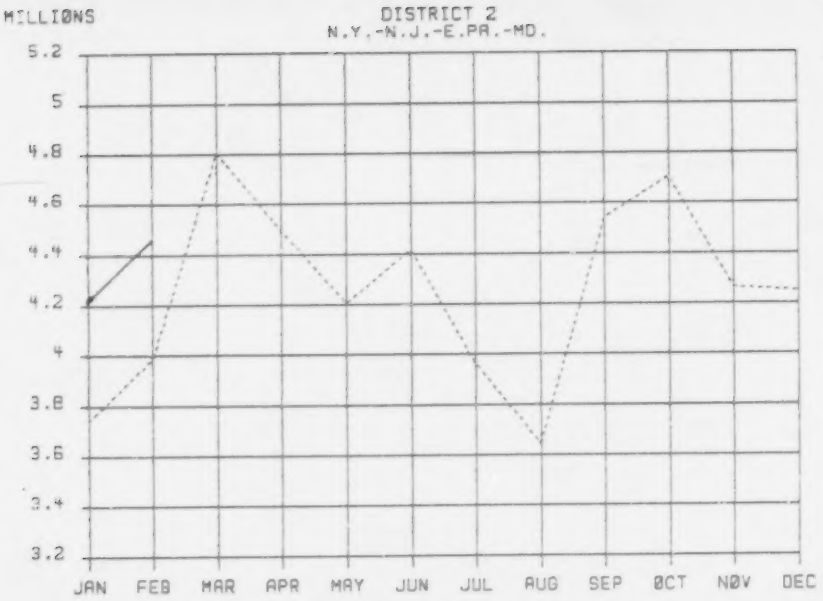
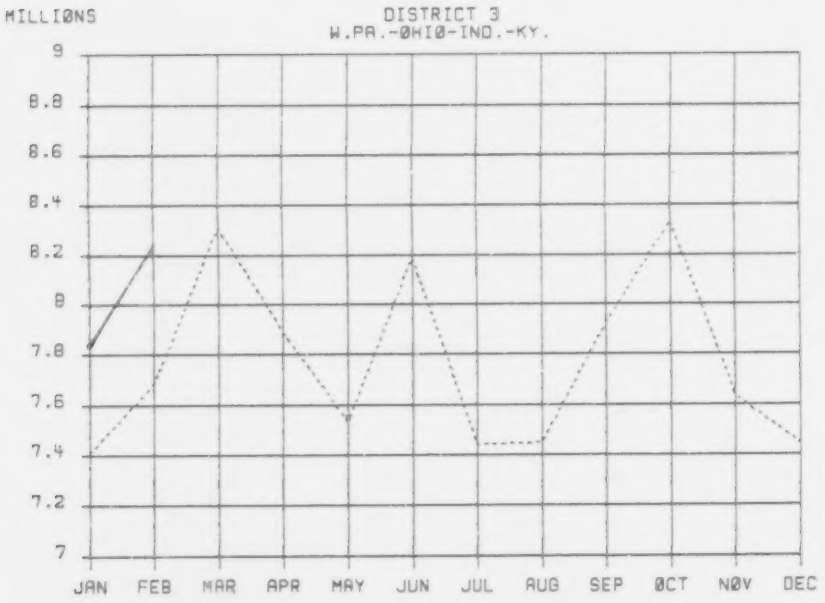
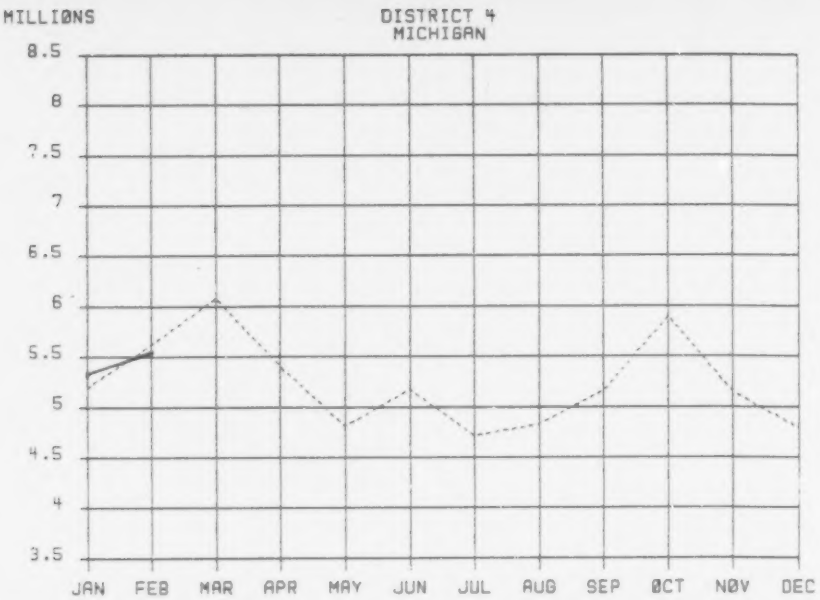


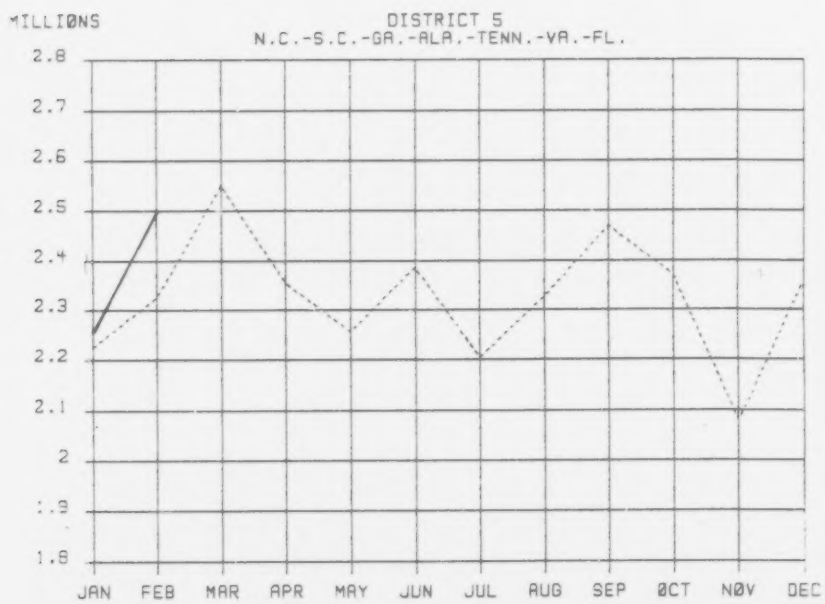
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.6	13.8										
% Change	Cumulative	12.6	13.2										



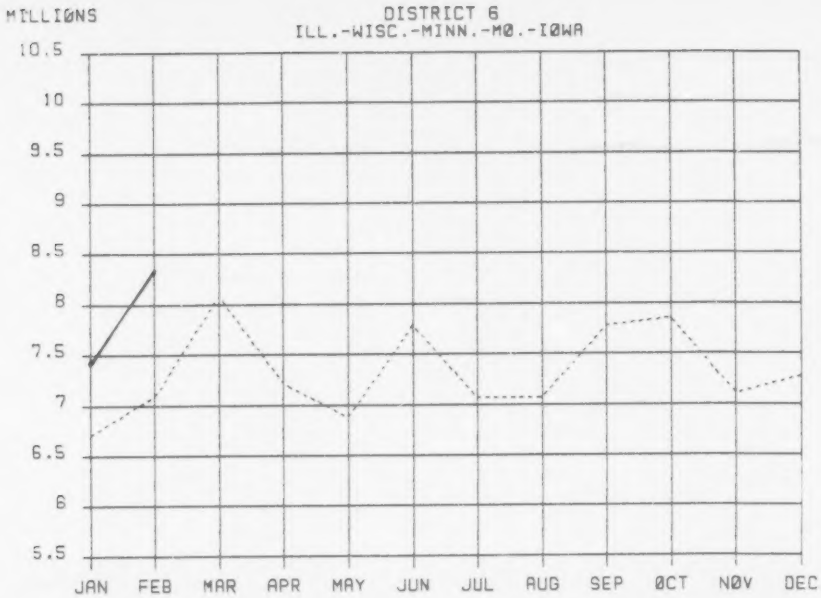
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.6	8.9										
% Change	Cumulative	5.6	7.3										



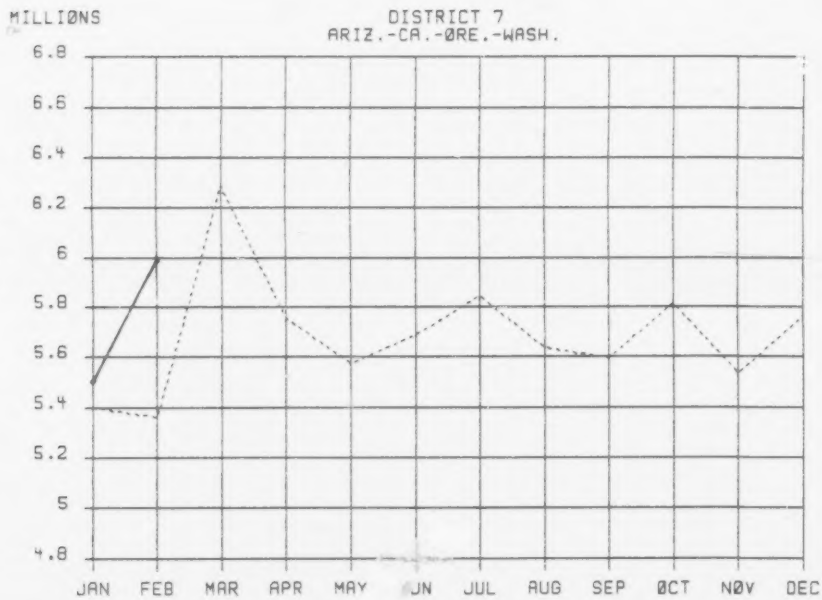
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.4	-0.3										
% Change	Cumulative	2.4	1.0										



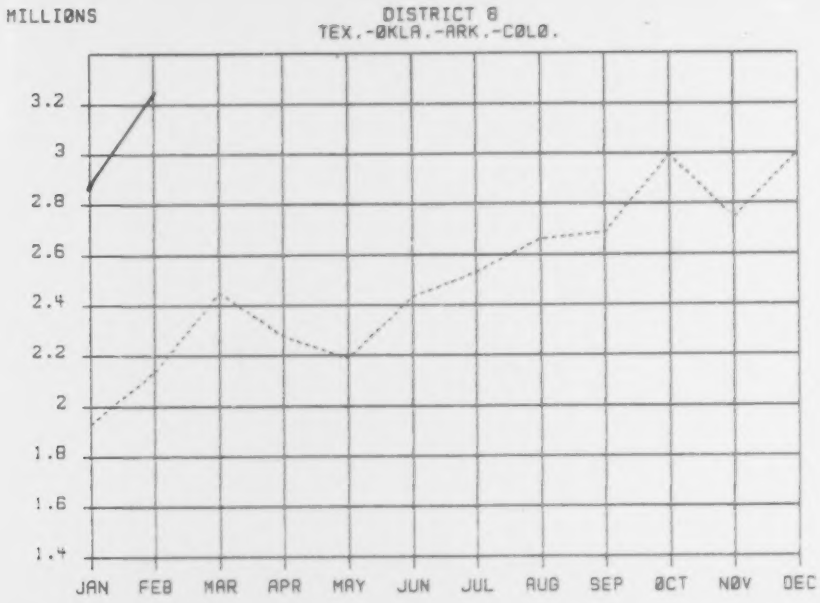
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	7.6										
% Change	Cumulative	1.5	4.6										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.2	19.0										
% Change	Cumulative	11.2	15.2										



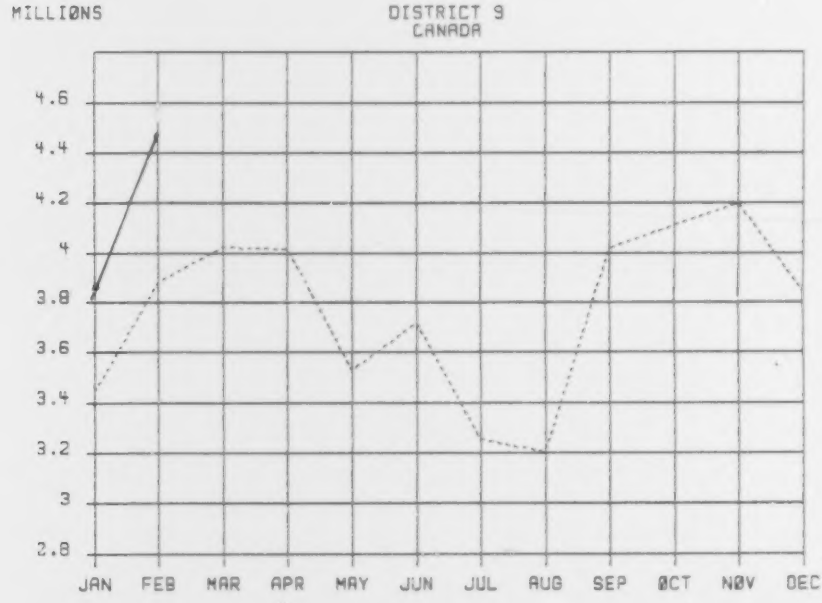
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.7										
% Change	Cumulative	1.8	6.3										



1987 - - - -

1988 ------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.9	51.9										
% Change	Cumulative	48.9	50.4										



1987 - - - -

1988 ------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	15.1										
% Change	Cumulative	11.9	13.6										

5/2/88 A6376-1

MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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FOR RELEASE: IMMEDIATELY

FIRST QUARTER 1988 SALES OUTPACE FIRST QUARTER 1987 BY 11.7%

March billings totaled $53.3 million, 13.9% above the $46.8 million in billings reached in March 1987.

For the first quarter of 1988, sales amounted to $143.5 million, compared to $128.5 for the same period in 1987.

All MTI districts improved their performance over March 1987, and all nine districts surpassed their first quarter sales for 1987.

A summary of percentage change by geographic regions follows:

	District	Mar 88 vs. Mar 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	2.7	1.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	8.9	12.2
3	South Central (W.PA-OH-IN-KY)	11.9	9.3
4	Michigan	3.0	1.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	17.3	9.4
6	North Central (IL-WI-MN-MO-IA)	25.2	18.5
7	Pacific Coast (CA-AZ-ORE-WASH)	2.9	4.9
8	Southwest (TX-OK-AR-CO-LA-UT)	54.4	51.9
9	Canada	18.1	15.1

A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1988

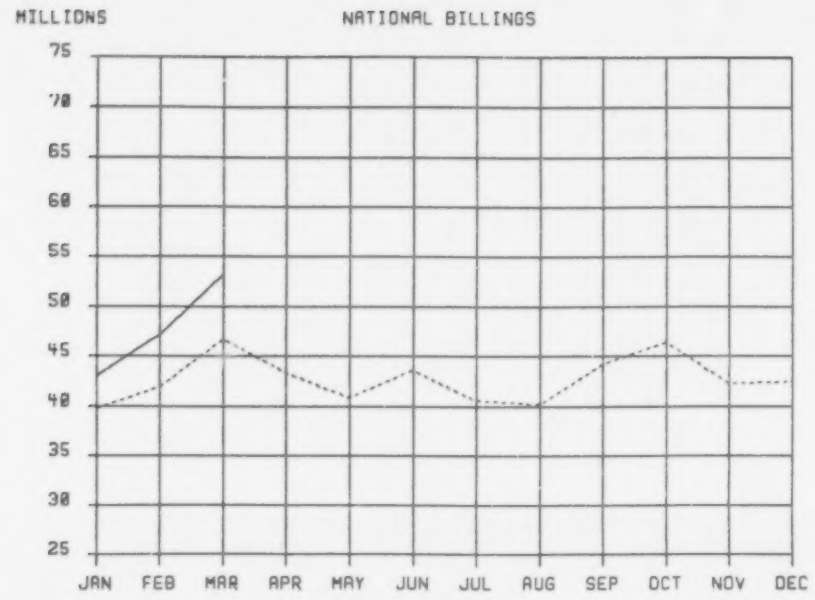
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	46781.6	53317.9	14.0	100.0	100.0
Dist. 1	19	3540.1	3635.1	2.7	7.6	6.8
Dist. 2	42	4822.0	5280.9	9.5	10.3	9.9
Dist. 3	61	8189.0	9163.4	11.9	17.5	17.2
Dist. 4	32	6450.8	6644.9	3.0	13.8	12.5
Dist. 5	24	2551.7	2992.4	17.3	5.5	5.6
Dist. 6	50	8362.0	10470.7	25.2	17.9	19.6
Dist. 7	34	6239.7	6472.2	2.9	13.4	12.1
Dist. 8	22	2451.9	3786.4	54.4	5.2	7.1
Dist. 9	23	4124.3	4871.9	18.1	8.8	9.1
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	128489.4	143552.1	11.7	100.0	100.0
Dist. 1	9770.9	9936.5	1.7	7.6	6.9
Dist. 2	12593.0	14155.6	12.4	9.8	9.9
Dist. 3	23084.2	25238.2	9.3	18.0	17.6
Dist. 4	17975.4	18306.0	1.8	14.0	12.8
Dist. 5	7103.9	7770.0	9.4	5.5	5.4
Dist. 6	22752.9	26961.9	18.5	17.7	18.8
Dist. 7	17053.9	17886.0	4.9	13.3	12.5
Dist. 8	6520.7	9907.4	51.9	5.1	6.9
Dist. 9	11634.4	13390.6	15.1	9.1	9.3

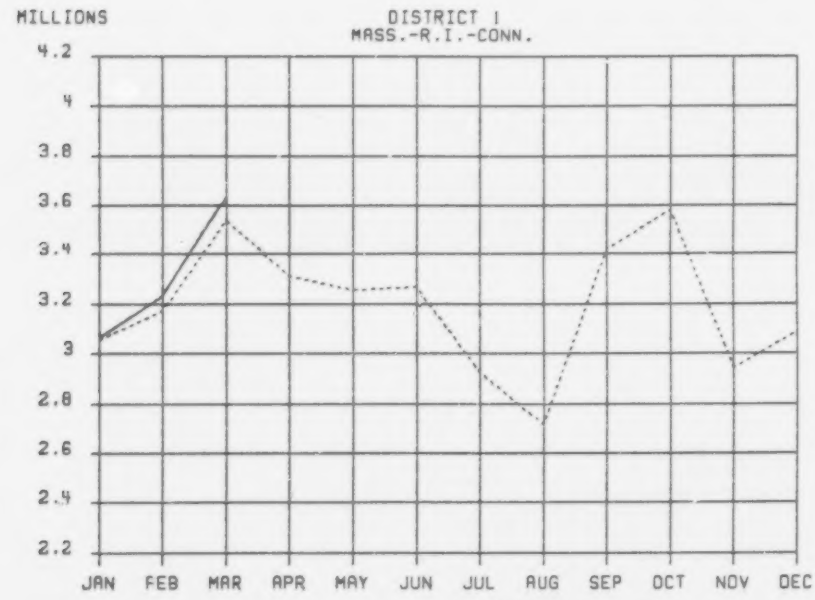
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



1987 - - - -

1988 _____

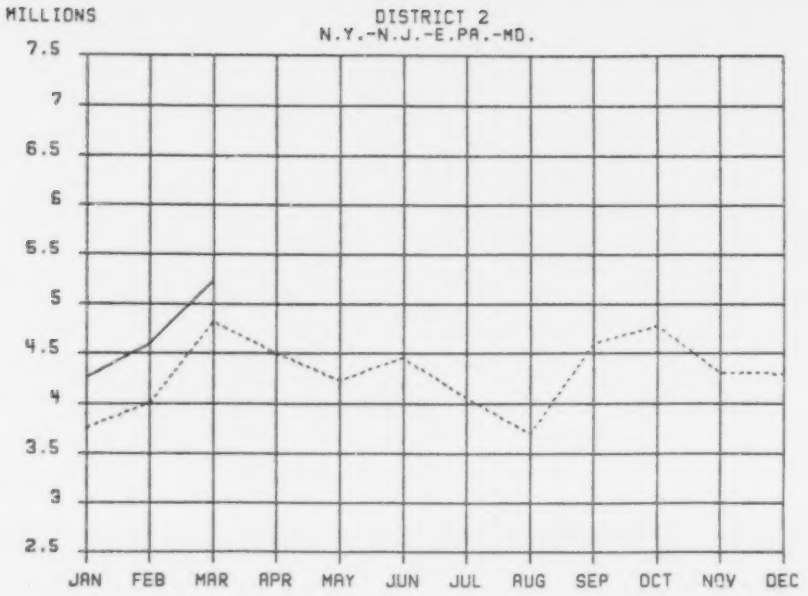
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	12.4	14.0									
% Change	Cumulative	8.3	10.4	11.7									



1987 - - - -

1988 _____

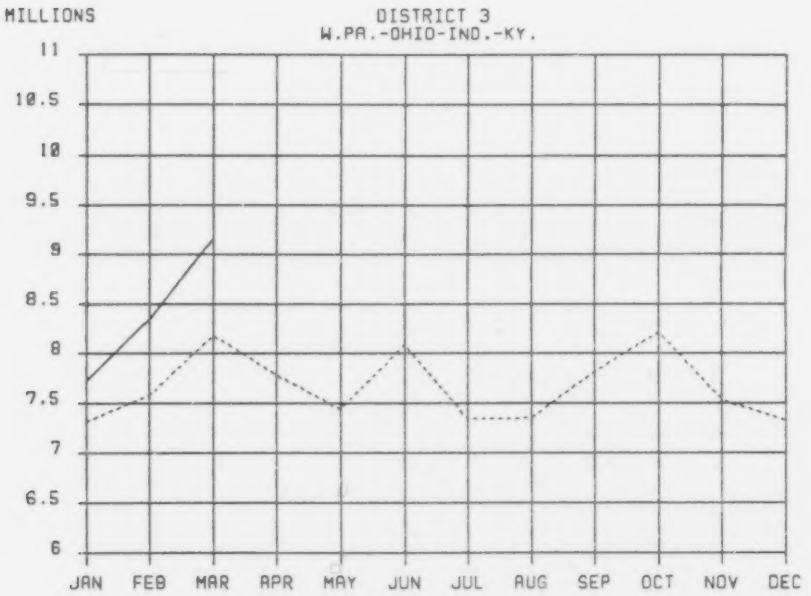
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.9	2.7									
% Change	Cumulative	0.4	1.1	1.7									



1987 - - - -

1988 _____

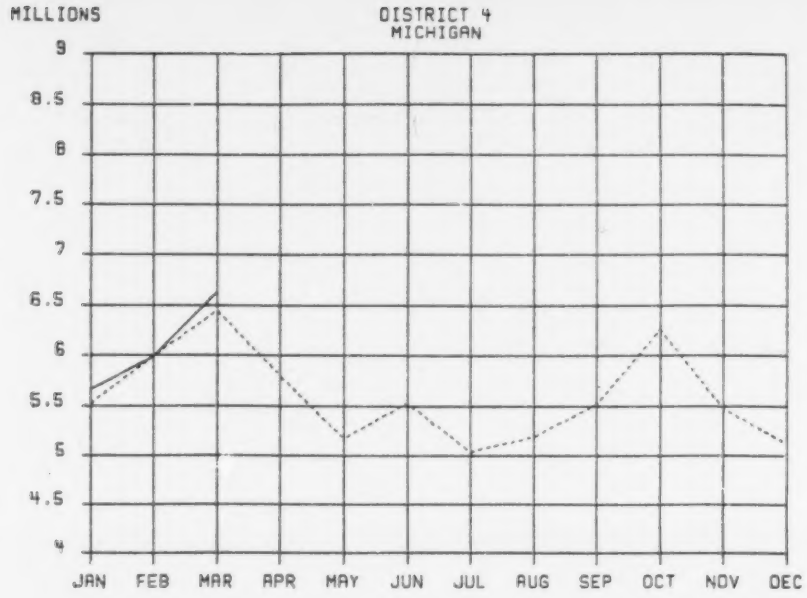
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	14.9	9.5									
% Change	Cumulative	13.5	14.2	12.4									



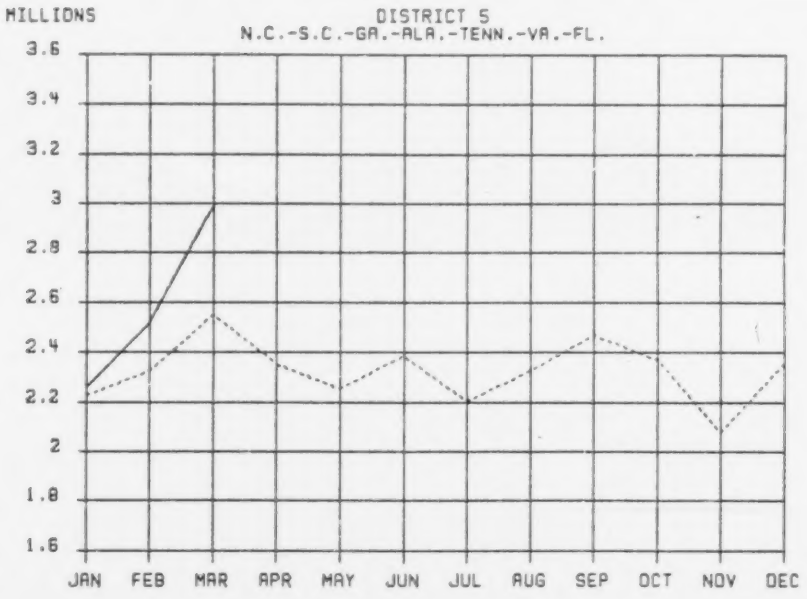
1987 - - - -

1988 _____

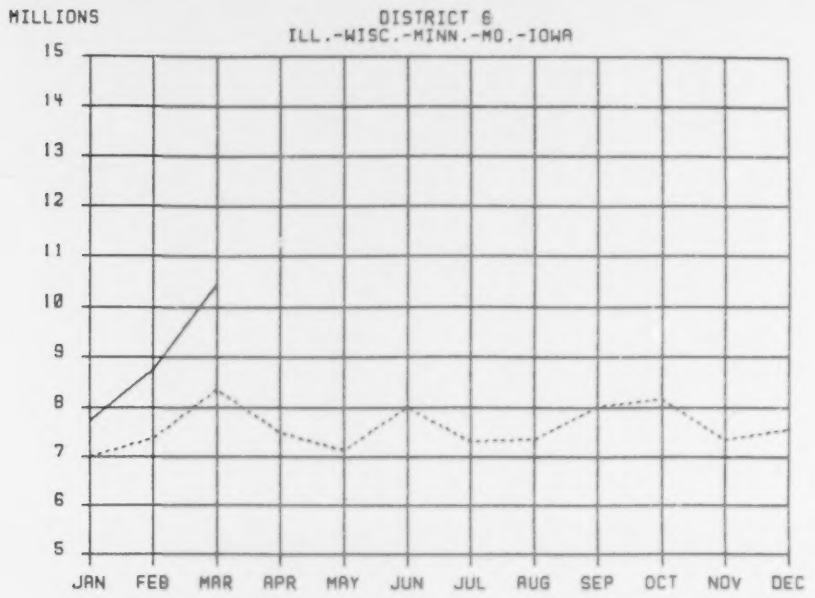
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.6	10.1	11.9									
% Change	Cumulative	5.6	7.9	9.3									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.1	3.0									
% Change	Cumulative	2.6	1.2	1.8									



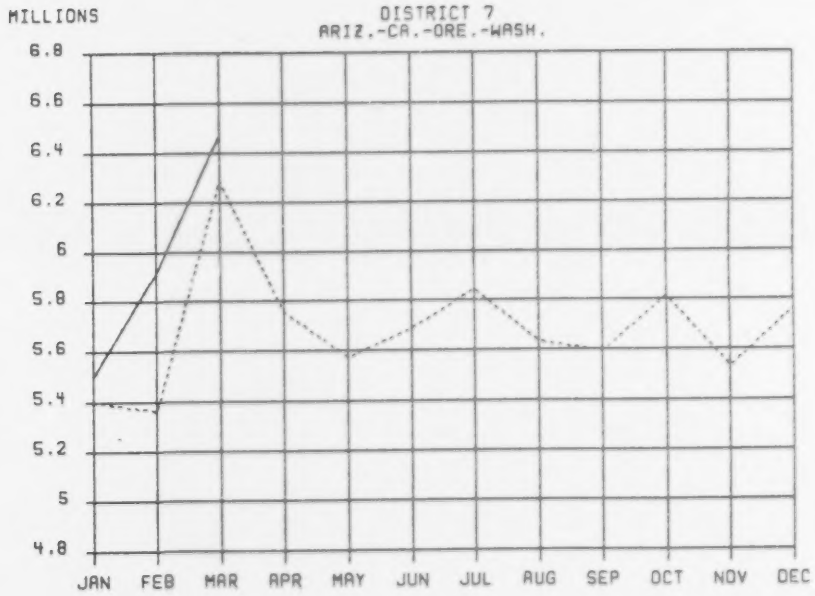
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.3									
% Change	Cumulative	1.5	5.0	9.4									



1987 - - - -

1988 _____

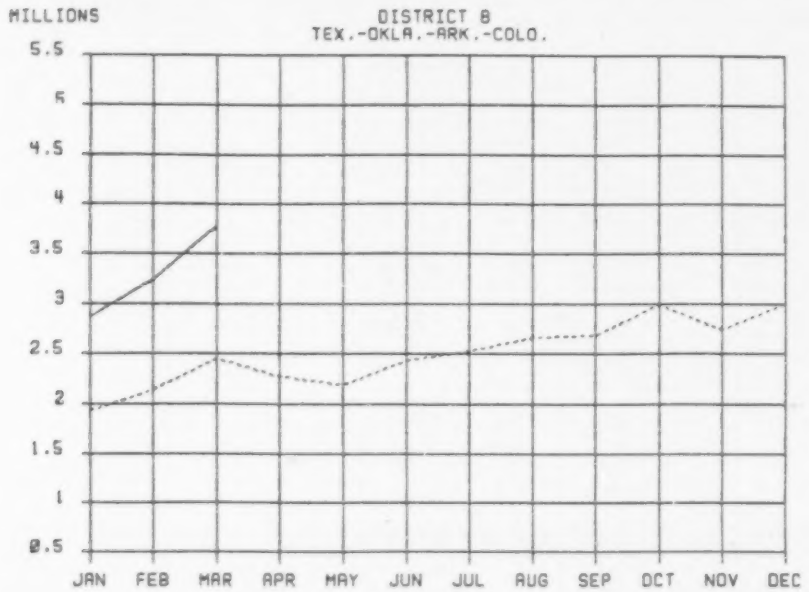
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.6	18.4	25.2									
% Change	Cumulative	10.6	14.6	18.5									



1987 - - - -

1988 _____

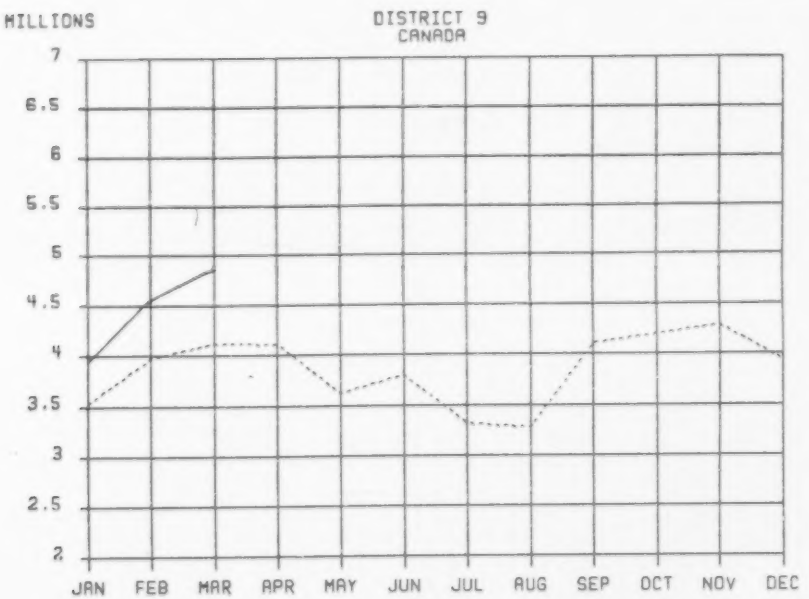
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9									
% Change	Cumulative	1.8	6.0	4.9									



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.9	51.9	54.4									
% Change	Cumulative	48.9	50.4	51.9									



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	15.1									
% Change	Cumulative	11.9	13.4	15.1									